



## Quick Tips for Creating a Value Reconsideration

1. **Filter Your Thoughts:** Leave name-calling and finger-pointing inside your head. It helps no one!
2. **Be Humble:** You might be right, but you could also be wrong.
3. **Ask Questions:** After you present a point, ask the appraiser to explain why certain adjustments were or were not made. As an example, "Comp 2 is located next to a gas station, but no adjustment was given. this may have been a clerical error on the part of the appraiser. Why did the appraiser not make an adjustment for an adverse location?"
4. **No Pressure:** Remember to not pressure for a higher value. Stick with the facts and try to help the market speak for itself. You're asking the appraiser to reconsider the value, not meet your sales price. In fact, don't even suggest a minimum value for the appraiser to meet. With some focused communication, you can provide support for a higher value without saying, "it's worth at least X amount".
5. **Opening Paragraph:** "After reviewing the appraisal for [address] by [appraiser], we would like to request further clarification and investigation by the appraiser. We would like to ask for reconsideration of value based on the following points:"
6. **Closing Paragraph:** "We humbly ask the appraiser to take a second look at the information above as it relates to data and adjustments in the appraisal report. We appreciate your time and consideration, and please let us know if you have any further questions.